

## CLAIMS

- 1        1. A computer-implemented method of merchandise planning support,  
2        including:
- 3        projecting unit inventory and unit sales for a plurality of items at a plurality of  
4        locations, utilizing
- 5        current inventory of the items at the locations,
- 6        projected deliveries of the items to the locations, and
- 7        projected demand for the items at the locations; and
- 8        applying planned transaction pricing to derive projected dollar inventory and  
9        projected dollar sales of the items at the locations.
- 1        2. The method of claim 1, further including rolling up at least one of the  
2        projected unit inventory, unit sales, dollar inventory or dollar sales from the items to  
3        one or more aggregate levels.
- 1        3. The method of claim 1, further including projecting gross margins on sales of  
2        the items across the locations, utilizing
- 3        the projected dollar sales of the items at the locations,
- 4        actual costs for the items sold from the current inventory, and
- 5        projected costs for the items sold from the projected deliveries.
- 1        4. The method of claim 3, further including rolling up at least one of the  
2        projected unit inventory, unit sales, dollar inventory, dollar sales, or gross margin on  
3        sales from the items to one or more aggregate levels.
- 1        5. The method of claim 1, wherein at least some of the projected deliveries are  
2        notional deliveries of the items to meet the projected demand for the items,  
3        unconstrained by inventory budgets.

1        6. The method of claim 3, wherein at least some of the projected deliveries are  
2        notional deliveries of the items to meet the projected demand for the items,  
3        unconstrained by inventory budgets.

1        7. The method of claim 5, wherein the notional deliveries only start after  
2        specified order coverage cycles for the items.

1        8. The method of claim 6, wherein the notional deliveries only start after  
2        specified order coverage cycles for the items.

1        9. The method of claim 5, wherein the notional deliveries are calculated to  
2        balance stocking costs against lost sales.

1        10. The method of claim 6, wherein the notional deliveries are calculated to  
2        balance stocking costs against lost sales.

1        11. The method of claim 5, wherein the notional deliveries are calculated to  
2        deliver predetermined in-stock percentages for the items at the locations.

1        12. The method of claim 6, wherein the notional deliveries are calculated to  
2        deliver predetermined in-stock percentages for the items at the locations.

1        13. The method of claim 1, wherein the projecting of the unit sales is carried out  
2        for weekly periods.

1        14. The method of claim 13, further including adjusting the projected weekly unit  
2        sales for causal events happening during the weekly period.

1        15. The method of claim 13, further including adjusting the projected weekly unit  
2        sales for one or more promotions happening during at least part of one or more of the  
3        weekly periods.

1        16. The method of claim 1, wherein the projecting of the unit sales is carried out  
2        for daily or more frequent periods.

1        17. The method of claim 16, wherein the projecting of unit sales takes into  
2        account stockouts of the items at the locations.

1 18. The method of claim 16, wherein the projecting of unit sales takes into  
2 account in dates and out dates for the items.

1 19. The method of claim 18, wherein the out date is a desired date for selling out  
2 one or more of the items.

1 20. The method of claim 18, wherein the out date is a date by which one or more  
2 of the items will be sold out or cleared out.

1 21. The method of claim 18, wherein a plurality of the in dates and out dates for a  
2 particular item are associated with a plurality of the locations.

1 22. The method of claim 16, wherein the projecting of unit sales takes into  
2 account last purchase order receipt dates associated with the items.

1 23. The method of claim 22, wherein a plurality of the last purchase order receipt  
2 dates for a particular item are associated with a plurality of the locations.

1 24. The method of claim 16, wherein the projecting of unit sales takes into  
2 account causal events affecting demand for the items.

1 25. The method of claim 24, wherein at least one of the causal events is a  
2 promotion.

1 26. The method of claim 24, wherein at least one of the causal events is a  
2 markdown.

1 27. The method of claim 24, wherein at least one of the causal events is an item  
2 presentation.

1 28. A method of prorating sales or revenue budgets among items, including:

2 setting sales or revenue budgets for groups of items;

3 projecting sales of the items;

4 setting notional deliveries, in addition to projected deliveries for outstanding

5 orders, to meet the projected sales;

6       prorating the sales or revenue budgets for the groups of items; and  
7       reporting the prorated sales or revenue budgets and the projected sales for the  
8       items, rolled up, if necessary, to a level of detail equivalent to the prorated sales  
9       or revenue budgets.

1       29. The method of claim 28, further including:  
2       calculating reduced notional deliveries consistent with prorated inventory  
3       budgets; and  
4       calculating lost sales resulting from the reduced notional deliveries.

1       30. The method of claim 28, wherein the notional deliveries are constrained by  
2       lead time for ordering and obtaining delivery of the items.

1       31. The method of claim 29, wherein the notional deliveries are constrained by  
2       lead time for ordering and obtaining delivery of the items.

1       32. The method of claim 28, wherein the projected sales of the items are  
2       projected on a daily or more frequent basis.

1       33. The method of claim 28, wherein the projected sales of the items are  
2       projected on a location-by-location basis.

1       34. The method of claim 32, wherein the projected sales of the items are  
2       projected on a location-by-location basis.

1       35. The method of claim 29, wherein the projected sales of the items are  
2       projected on a daily or more frequent basis.

1       36. The method of claim 29, wherein the projected sales of the items are  
2       projected on a location-by-location basis.

1       37. The method of claim 35, wherein the projected sales of the items are  
2       projected on a location-by-location basis.

1       38. The method of claim 28, wherein the notional deliveries are based in part on  
2       optimal stocking levels.

1 39. The method of claim 29, wherein the notional deliveries are based in part on  
2 optimal stocking levels.

1 40. The method of claim 28, wherein the notional deliveries are based in part on  
2 desired in stock levels.

1 41. The method of claim 29, wherein the notional deliveries are based in part on  
2 desired in stock levels.

1 42. The method of claim 28, wherein the notional deliveries are consistent with  
2 presentation quantities for the items at respective selling locations associated with the  
3 items.

1 43. The method of claim 29, wherein the notional deliveries are consistent with  
2 presentation quantities for the items at respective selling locations associated with the  
3 items.

1 44. The method of claim 28, wherein the notional deliveries are set with reference  
2 to a causal calendar of events.

1 45. The method of claim 29, wherein the notional deliveries are set with reference  
2 to a causal calendar of events.

1 46. The method of claim 28, wherein the notional deliveries take into account  
2 planned promotions.

1 47. The method of claim 29, wherein the notional deliveries take into account  
2 planned promotions.

1 48. The method of claim 28, wherein the notional deliveries are consistent  
2 minimum order quantities for the items.

1 49. The method of claim 29, wherein the notional deliveries are consistent with  
2 minimum order quantities for the items.

1 50. The method of claim 28, wherein the prorating is based on the projected sales  
2 of the items.

1           55. The method of claim 29, wherein the projected sales of the items are  
2     corrected for projected stockouts at respective selling locations associated with the  
3     items.